

Message Text

UNCLASSIFIED

PAGE 01 MANILA 05226 111146Z
ACTION EA-09

INFO OCT-01 ISO-00 EB-08 (ISO) W
-----111252Z 023435 /11

R 110814Z APR 77
FM AMEMBASSY MANILA
TO AMEMBASSY BANGKOK
AMEMBASSY JAKARTA
AMEMBASSY KUALA LUMPUR
AMEMBASSY SINGAPORE
INFO AMEMBASSY SEOUL
AMEMBASSY TAIPEI
AMEMBASSY TOKYO
USDOC WASHDC
SECSTATE WASHDC 8189

UNCLAS MANILA 5226

USIA FOR IPS/O

E.O. 11652: N/A
TAGS: BEXP, RP
SUBJECT: COMMERCIAL NESS LETTER -- TRADE USA

1. WE ARE BEGINNING TO RECEIVE DIRECT INQUIRIES FROM U.S. FIRMS AND REGIONAL OFFICES ASKING THAT PRODUCTS, SERVICES, OR EVEN THE U.S. COMPANIES THEMSELVES BE ADVERTISED IN TRADE USA. IN ADDITION, TWO POSTS HAVE REFERRED SIMILAR MATERIAL TO US INDICATING TO THE INQUIRERS THAT IT WOULD BE CARRIED AND THAT THE INQUIRER WOULD SOON HEAR FROM THE EDITOR OF TRADE USA.

2. WE ARE PLEASED TO SEE THE READERSHIP RESULTS OF TRADE USA, BUT CONCERNED OVER THE IMPLICATIONS OF THE DIRECT INQUIRIES. WE DO NOT HAVE THE MANPOWER TO RE-WRITE OR EDIT THE INFORMATION PROVIDED IN LETTERS, PRESS RELEASES, OR PRODUCT INFORMATION SHEETS. OUR MATERIAL ON NEW PRODUCTS AND TRADE OPPORTUNITIES
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COMES FROM THE COMMERCIAL NEWS FOR THE FOREIGN SERVICE.

3. IN ORDER TO ESTABLISH A UNIFORM POLICY OF HANDLING DIRECT INQUIRIES FOR INSERTION IN TRADE USA, WE PROPOSE THE FOLLOWING GUIDELINES --

A. PLEASE DO NOT REPEAT NOT ENCOURAGE OR TELL INQUIRERS

TO WRITE DIRECTLY OR SUBMIT MATERIAL TO THE EDITOR OF
TRADE USA.

B. UPON RECEIPT OF A DIRECT INQUIRY, PLEASE ACKNOWLEDGE
AND SUGGEST THAT THE INQUIRER USE THE ADS (IF SEEKING
REPRESENTATION) AND/OR SUBMIT THE MATERIAL TO --

CONSTANCE L. WHITE
EDITOR, COMMERCIAL NEWS FOR THE FOREIGN SERVICE
OID/BIC
DEPARTMENT OF COMMERCE
WASHINGTON, D.C. 20230

CNFS PREPARES AND PROVIDES MATERIAL FOR ALL COMMERCIAL
NEWSLETTERS WORLDWIDE, AND INQUIRERS SHOULD BE MADE AWARE
OF THIS SERVICE.

C. YOU MAY SEND US SELECTED INQUIRIES AT YOUR DISCRETION.
MANY INQUIRIES ARE CIRCULAR OF IMMEOGRAPHED LETTERS, HOWEVER,
PLEASE DO NOT REFER THESE TO MANILA (WE GET THEM, TOO), AS
THEY REQUIRE LOCAL ACTION--SUCH AS REFERRAL TO ADS, CNFS,
CHAMBERS OF COMMERCE, DEPARTMENT OF TRADE, ETC.

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 11-Apr-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977MANILA05226
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770125-0442
Format: TEL
From: MANILA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770470/aaaacije.tel
Line Count: 84
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: e0c42fa7-c288-dd11-92da-001cc4696bcc
Office: ACTION EA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 13-Oct-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2845316
Secure: OPEN
Status: NATIVE
Subject: COMMERCIAL NESS LETTER -- TRADE USA
TAGS: BEXP, RP
To: BANGKOK JAKARTA
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/e0c42fa7-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
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